



MOHD ADNAN

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485, Street – 5, Hindon Vihar,
Ghaziabad, UP.

SKILLS & COMPETENCIES

- Solution Seller
- Technical Approach
- Analysis and Data Interpretation
- Punctual and Organized
- Application knowledge

PERSONAL DETAILS

- Date of Birth: 03 SEP 2000
- Nationality: Indian

CAREER OBJECTIVE

Sound knowledge of Technology and Objectives to work in an organisation that provides opportunities for growth, learning, and scope for implementing my skills in the organisation's Business Development.

EDUCATIONAL DETAILS

- **PGDM** Post Graduation Diploma in Management – 80% (2022 - 2024)
I Business Institute, Greater Noida
- **B.Tech** – Mechanical Engineering 81% (2018-2022)
Dr. APJ Abdul Kalam Technical University, Lucknow
- **12th** - CBSE 73% (2018)
- **10th** - CBSE 84% (2016)

ACHIEVEMENTS & PARTICIPATIONS

- First Position in Marketing Competition (2022)
- Participated in World Hydrogen Summit, New Delhi (2022)
- First Position in Corporate Ramp Walk (2018)

EXPERIENCE

Organization: Toyota Material Handling India (May 2024 – Present)

- Learnings: Industrial Equipments knowledge & Market.
- Responsibilities Undertaken: Targeting New Customers and Territory.

Organization: Dabur India Ltd (December 2023 – May 2024)

- Learnings: Relationship Building, Negotiations, and Primary & Secondary Sales
- Responsibilities Undertaken: Maintain Relationships with clients, presentation of the products, Point of sale, Primary and Secondary Achievement

Organization: AAJ Enterprises. (Jan 2023 – April 2023) **Internship**

- Learnings: (CRM) Social Media Marketing and Client Interactions.
- Responsibilities Undertaken: Maintain better relationships with clients and resolve day-to-day queries.

CERTIFICATIONS

- Digital Marketing course by Google (2022)
- Business Analytics Certification by Great Learning (2023)
- Quality Control Certification (2020)